

## Message Text

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ACTION EA-09

INFO OCT-01 ISO-00 AID-05 CIAE-00 EB-07 FRB-01 INR-07

NSAE-00 USIA-15 TRSE-00 XMB-04 OPIC-06 SP-02 CIEP-02

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AGR-10 GSA-02 /107 W

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R 090833Z MAR 76

FM AMEMBASSY JAKARTA

TO USDOC WASHDC

INFO SECSTATE WASHDC 3106

AMEMBASSY KUALA LUMPUR

AMEMBASSY SINGAPORE

AMCONSUL MEDAN

AMCONSUL SURABAYA

UNCLAS SECTION 1 OF 3 JAKARTA 3152

USDOC FOR OIM AND COZART (BIC/SPECIAL ACTIVITIES DIV.)

E.O. 11652: N/A

TAGS: BEXP, ID

SUBJECT: MINING AND MATERIALS HANDLING SEMINAR

REF : A) STATE 278932; B) STATE 12844; C) JAKARTA 1762; D) USDOC 2165

SUMMARY: EMBASSY PRESENTS COMMENTS REQUESTED BY USDOC  
RE CONTENT AND PARTICIPANTS FOR PLANNED SEPT. 1976  
MINING SEMINAR. EMBASSY ALSO REQUESTS EXPANSION THIS  
SEMINAR INTO MORE GENERAL MATERIALS HANDLING TECHNICAL  
SEMINAR AND OFFERS RECOMMENDATIONS CONCERNING  
OOTTSITION (#)  
SUCH EXPANDED PROGRAM. END SUMMARY

1. EMBASSY HAS CAREFULLY CONSIDERED CARGO AND MATERIALS  
HANDLING OFF-SITE EXHIBITION PROPOSED REF (A) FOR  
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AUGUST 1977 IN JAKARTA. IN VIEW COMMENT CONTAINED PARA

10 REF (B) CONCERNING UNLIKELY AVAILABILITY OF NECESSARY RESOURCES AND EMBASSY'S OWN ASSESSMENT THAT MARKET TIMING REQUIRES MUCH EARLIER PROMOTIONAL EFFORT, WE WOULD PREFER OPT FOR LESS RESOURCE INTENSIVE SEMINAR HELD YEAR SOONER, WITH OFF-SIT EXHIBITION HELD IN RESERVE AS POSSIBLE FOLLOW-UP IF RESOURCES BECOME AVAILABLE AND MARKET SEEMS STILL WARRANT EXHIBITION BY 1977.

2. AS SUGGESTED REF (C) WE BELIEVE THERE EXISTS SUFFICIENT SIMILARITY AND OVERLAP OF EQUIPMENT AND TECHNOLOGY BETWEEN MINING THEME PLANNED FOR SEPT. 1976 AND MORE GENERAL MATERIALS HANDLING EQUIPMENT RELEVANT TO INDONESIA TO WARRANT PULLING TWO THEMES TOGETHER INTO SINGLE TECHNICAL SEMINAR, AT LEAST FOR JAKARTA. ALSO, CONSIDERABLE SAVINGS SHOULD BE POSSIBLE IN TERMS BOTH MONEY AND USG MANHOURS BY PIGGY-BACKING MATERIALS HANDLING EQUIPMENT (MHE) ONTO THE SCHEDULED MINING SEMINAR INSTEAD OF DOING SEPARATE SEMINARS, PARTICULARLY SINCE SPEAKERS PAY OWN WAY. FROM CONVERSATIONS WITH COMPANY REPS HERE WE FEEL CONFIDENT THAT MORE THAN ADEQUATE NUMBER OF SPEAKERS WILL BE AVAILABLE ON EACH THEME; IF NECESSARY, FOELD PERSONNEL HERE WILL HELP ENCOURAGE THEIR HOME OFFICES TO PARTICIPATE.

3. IN REPLY PARA 9 REF (C) QUESTION, CONSENSUS HERE IS OVWT NO RPT NO SECOND SITE IN INDONESIA WOULD HAVE ADEQUATE CONCENTRATION OF TARGET AUDIENCE FOR MINING SEMINAR AND THAT EXTENSION OF SEMINAR PERIOD IN JAKARTA TO PERMIT INCLUSION OF OTHER MORE GENERAL MHE TOPICS WOULD BE VASTLY BETTER USE OF PROMOTIONAL RESOURCES.

4. THE BASIC TOPICS ON WHICH COMBINED MINING AND MHE SEMINAR SHOULD CONCENTRATE IN INDONESIA ARE: (1) MINING AND ORE PROCESSING (ALONG GENERAL LINES SUGGESTED REF (C)); (2) DOCKSIDE HANDLING OF ORES/MINERALS; (3) BULK HANDLING AND BAGGING FACILITIES FOR INDUSTRIAL AND AGRICULTURAL PRODUCTS (PARTICULARLY CEMENT, FERTILIZER, AND GRAINS); (4) PORT HANDLING FOR GENERAL CARGOS UNCLASSIFIED

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(INCLUDING ESPECIALLY CONTAINERIZATION); (5) WAREHOUSING EQUIPMENT. EMBASSY RECOMMENDS THAT SEMINAR BE DIVIDED INTO DISTINCT TIME PERIOD SEGMENTS EACH CONCENTRATING ON ONE OR TWO OF ABOVE TOPICS AND AIMED AT DIFFERENT AUDIENCES, ACCORDING TO THEIR BACKGROUNDS AND INTERESTS. SOME INDIVIDUALS ATTENDING SEMINAR MAY WISH ATTEND MORE THAN ONE SEGMENT, BUT SEMINAR SHOULD BE DESIGNED SO THAT PERSON MAY ATTEND ONLY THOSE

SEGMENTS RELEVANT TO HIS PARTICULAR INDUSTRY AND INTERESTS.

5. AT THIS EARLY STAGE OF PLANNING EMBASSY THINKING IS THAT TOPICS MIGHT BE COMBINED INTO AS FEW AS THREE MAJOR SEGMENTS. ONE SEGMENT COULD BE DEVOTED ENTIRELY TO ABOVE TOPIC 1 PER ORIGINAL PLAN FOR MINING SEMINAR. SECOND SEGMENT MIGHT CENTER AROUND SPECIALIZED BULK HANDLING PROBLEMS INVOLVED IN TOPICS 2 AND 3 ABOVE. AND LAST SEGMENT COULD COMBINE TOPICS 4 AND 5, SINCE IN INDONESIA NEARLY ALL MECHANIZED WAREHOUSING IS ASSOCIATED WITH PORTS AND REQUIRES EQUIPMENT SIMILAR TO THAT USED IN PORTS. RECOGNIZING THAT OTHER TOPIC COMBINATIONS ALSO POSSIBLE, EMBASSY WOULD WELCOME USDOC INDUSTRY EXPERS' ADVICE RE ABOVE PROPOSED COMBINATION, AND BASIC SEMINAR SEGMENTATION.

6. SEMINAR MUST BE HIGHLY ISSUE ORIENTED IF WE ARE TO DRAW KEY INDONESIAN DECISION MAKERS. INDONESIANS CRAVE INFORMATION AND REVERE EDUCATION. HOWEVER, IF SEMINAR IS TO BE COMMERCIALY RELEVANT, WE MUST RECOGNIZE FROM ONSET THAT IN MOST CASES STATE-OF-ART TECHNOLOGY IS NOT RPT NOT WHAT IS REQUIRED HERE. FIVE BASIC TOPICS OUTLINED ABOVE WERE CHOSEN BECAUSE IN EACH CASE DEVELOPMENTS ARE NOW TAKING PLACE WHICH CARRY INDONESIANS INTO WHAT IS FOR THEM NEW EAR OF TECHNOLOGY. BUT AS ONE OBSERVER COMMENTED ABOUT THE MINING SECTOR, "THE BASIC THEME OUGHT TO BE ENTITLED 'GOING FROM MUD BUCKET TO MODERN ERA MINING TECHNOLOGY.'". IN MOST CASES WHAT INDONESIANS NEED TO HEAR ABOUT ARE THE FUNDAMENTALS OF A MODERN OPERATION, NOT ABOUT ADVANCED TECHNOLOGY. THEY ARE STARTING TO WRESTLE WITH BASICS AND NEED A DINDER-GARDEN EDUCATION, NOT A PHD. IF USG SPONSORED SEMINAR

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ADDRESSES SOME OF FUNDAMENTAL PROBLEMS THEY ARE NOW ENCOUNTERING AND PROVIDES DOWN-TO-EARTH PRACTICAL SOLUTIONS OR GUIDANCE, INDONESIANS WILL BE IMPRESSEDN GRATEFUL, AND LIKELY SEEK OUT US HELP AND PRODUCTS IN FUTURE. IF SEMINAR IS TO BECOME HARD-SELL SALES PITCH, INDONESIANS WILL EITHER BECOME SUSPICIOUS OR MERELY AMUSED. AND IF SEMINAR TARGETS ON ADVANCED AREAS OF KNOWLEDGE BEYOND INDONESIA'S CURRENT RUDIMENTARY NEEDS, THEY WILL TREAT IT AS AN ENTERTAINING, INTELLECTUALLY SATISFYING ACADEMIC EXPERIENCE CONFIRMING THEIR BASIC ASSUMPTION THAT MOST US TECHNOLOGY IS TOO ADVANCED TO BE RELEVANT TO INDONESIAN REQUIREMENTS.

NOTE BY OC/T: (#) AS RECEIVED.

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7. IN RESPONSE, THEREFORE, TO REF (D) QUESTIONS CONCERNING APPROPRIATE SUBJECTS AND TOPICS, EMBASSY HAS ATTEMPTED CAREFULLY INVESTIGATE AND SELECT THOSE WHICH INDUSTRY EXPERTS HERE BELIEVE HAVE DIRECT COMMERCIAL BEARING ON ON-GOING PROBLEMS. WE HOPE CONTINUE THESE INVESTIGATIONS IN ORDER FURTHER REFINE RECOMMENDATIONS AT LATER DATE; BUT FOLLOWING IS OUR BEST CURRENT GUIDANCE. IN GENERAL WE INTEND TARGET MINING PORTION OF SEMINAR PRIMARILY ON GOI STATE MINING COMPANIES, SECONDARILY ON LARGE NON-US FOREIGN INVESTORS, AND ONLY INCIDENTIALLY ON SMALLER PRIVATE DOMESTIC MINING COMPANIES (WHICH WE ASSUME LACK CAPITAL FOR MAJOR EQUIPMENT PURCHASES) AND LARGE US INVESTORS (WHOSE PURCHASING ALREADY HEAVILY US ORIENTED). IN GENERAL, THEREFORE, SEMINAR WOULD EMPHASIZE OPEN CUT/OPEN PIT MINING RATHER THAN UNDERGROUND TECHNIQUES.

8. WHILE ALL OF THE MINING PRODUCTS, EXCEPT COBALT, LISTED PARA 4 REF (D) ARE MINED IN  
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INDONESIA, EMBASSY BELIEVES SEMINAR SHOULD CONCENTRATE ON BAUXITE, LATERITIC NICKEL, COAL, TIN (OFFSHORE, ALLUVIAL), LIMESTONE, AND PORPHYRY COPPER, WITH HIGHEST PRIORITY GOING TO COAL AND LOWEST TO COPPER.

9. MOST OF SUBJECTS LISTED PARA 3 REF (D) ARE MORE LESS RELEVANT TO INDONESIA; HOWEVER, WE BELIEVE NEITHER NARROW VEIN MINING, DIAMOND CORE DRILLING AND EQUIPMENT, NOR QUARRY SAFETY OFFER SUFFICIENT SALES POTENTIAL THRUST. WITHOUT NECESSARILY DISCOUNTING ANY OF OTHER SUBJECTS LISTED REF (D) PARA 3, WE BELIEVE FOLLOWING SUBJECTS ARE OF PARTICULAR IMPORTANCE. 9. & (1) EARTH MOVING SYSTEMS, (2) VARIOUS TYPES OF QUARRYING OPERATIONS, PARTICULARLY RELATED TO RAW MATERIALS FOR CEMENT, (3) ALLUVIAL MINING, (4) GRAVITY MINERAL DRESSING.

10. IN ADDITION ABOVE BASIC SUBJECTS COVERED REF (D) WE HAVE DISCOVERED NUMBER OF KEY ISSUES FOR DISCUSSION WHICH AT SAME TIME RAISE SEVERAL ADDITIONAL SUBJECTS FOR ABOVE LIST. FIRST, SEMINAR SHOULD DESCRIBE RANGE OF EQUIPMENT AVAILABLE FOR MODERN MINING OPERATIONS. APPARENTLY MOST INDONESIAN MINING OPERATIONS TEND RELY ON VERY LIMITED RANGE OF EQUIPMENT, E.G., SOMETHING TO DIG, SOMETHING TO LOAD, AND SOMETHING TO HAUL. CONSEQUENTLY, INDONESIAN KNOWLEDGE VERY LIMITED RE STANDARD VARIATIONS AND INTERMEDIARY TYPES OF EQUIPMENT WHICH GO INTO MIX OF MODERN MINING.

11. SECOND ISSUE FOR DISCUSSION IS MODERN SYSTEMS ANALYSIS APPROACH TO PLANNING MOST COST EFFECTIVE MIX OF EQUIPMENT AND TECHNIQUES FOR PARTICULAR OPERATION. THIS ISSUE SHOULD BE DISCUSSED BY ASSOCIATION REP OR ENGINEERING FIRM RATHER THAN BY EQUIPMENT MANUFACTURER WHO MIGHT SEEM BIAS DISCUSSION IN FAVOR HIS EQUIPMENT.

12. THIRD: RELATIVE MERITS OF COMPETING HAULING SYSTEMS IN INDONESIA, INCLUDING HAULING UNDER CONDITIONS OF ADVERSITY (E.G., IN TORRENTIAL TROPICAL RAINS AND MUCK, OVER STEEP MOUNTAINS, THROUGH VIRGIN FORESTS, ETC.). PERHAPS A PRODUCER OF EACH BASIC TYPE OF SYSTEM  
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(CONVEYOR, ROLLING VEHICLES, SLURRY) COULD PRESENT CASE FOR HIS TYPE SYSTEM FOLLOWED BY NEUTRAL ASSOCIATION REP WHO WOULD OUTLINE CONDITIONS UNDER WHICH

EACH APPROACH IS MOST SUITABLE. BECHTEL HAS INDICATED THEY MIGHT BE PREPARED GIVE PRESENTATION MVMM SLUR SYSTEMS, STRESSING HOW SLURRIES MAKING MINING OF OTHERWISE UNECONOMICAL RESOURCES IN REMOTE AREAS FEASIBLE. CATEPILLAR HAS EXPRESSED CONSIDERABLE INTEREST IN PERSUADING INDONESIAN OFFICIALS THAT SHELL'S SOUTH SUMATRAN COAL PROJECT SHOULD USE MULTIPLE ROLLING VEHICLES RAHTER THAN TAKE RISK OF MAINTENANCE AND MASSIVE SHUT DOWN PROBLEMS OF INTEGRATED CONVEYOR SYSTEM WHICH CATEPILLAR EXPECTS GERMANS WILL TRY TO PROMOTE. FMC LINKBELT COULD BE ASKED PRESENT CASE FOR CONVEYORS. WHETHER THROUGH PANEL DEBATE OR OTHER FORMAT, THESE SUBJECTS ARE WORTH PRESENTING ALONG WITH DESCRIPTION OF EQUIPMENT AVAILABLE TO HANDLE "ADVERSE CONDITIONS" MENTIONED ABOVE (E.G., LOCAL AGENT FOR ISCO MFG. CO. OF KANSAS, MO. BELIEVES ISCO MAKES TRUCKS PARTICULARLY SUITED TO TORRENTIAL RAINS/ MUCK CONDITIONS ENCOUNTERED IN MANY INDONESIAN MINING OPERATIONS, BUT SUCH EQUIPMENT RELATIVELY UNKNOWN HERE).

13. FOURTH: TRANSPORTING OUTPUT OF MINE, INCLUDING REVIEW OF BASIC INFRASTRUCUTURE REQUIREMENTS AND COMPARISON OF ROADS, RAIL AND SEA ALTERNATIVES WITH EMPHAIS ON EQUIPMENT REQUIRED FOR EACH. SEA TRAINS AND HOPPERS CONCEPT WOULD BE OF INTEREST. THIS TRANSPORTAION ISSUE MIGHT BE INCORPORATED INTO OR USED AS TRANSITION TO BULK HANDLING SEGMENT OF SEMINAR, PARTICULARLY IF MINING SEGMENT IS OVERLOADED.

14. FIFTH: BASIC PRINCIPLES OF SOUND MINING MANAGE-  
MENT SHOULD BE COVERED IN SOME FASHION AND MAY  
OFFER APPROPRIATE OPPORTUNITY DISCUSS FOLLOWING SUBJECTS  
ABOUT WHICH INDONESIANS BADLY NEED INFORMATION: EVALUATING  
INVESTMENTS, ORGANIZING OVEIPROJECT, LIGISTICS,  
PREVENTIVE MAINTENANCE, TRAINING, AND USE OF CONSULTANT  
SERVICES. ONE LOCALLY BASED U.S. FIRM SUGGESTED GOOD  
WAY OF DEALING WITH MANAGEMENT ISSUEIVQHT BE  
COMPARATIVE CASE STUDIES DESIGNED SHOW BASIC ECONOMICS  
INVOLVED IN BAD MAINTENANCE, BAD LOGISTICS  
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(INCLUDING CUSTOMS CLEARANCE DELAYS, ABSENCE OF DUTY  
FREE STAGING AREAS, ABSENCE OF SERVICE SITES) ETC.,  
BAD TRAINING, ETC. ALTHOUGH MANY OF THESE PROBLEMS ARE  
FREQUENTLY DISCUSSED IN ABSTRANCT, FEW INDONESIANS  
RECOGNIZE DOLLARS AND CENTS COSTS INVOLVED FOR BOTH  
THEIR COMPANY AND COUNTRY.

15. SIXTH: FINANCING IS KEY ISSUE WHICH ALSO IMPORTANT  
FOR OTHER SEGMENTS OF SEMINAR AND MIGHT THEREFORE BE  
HANDLED AS SPECIAL SESSION OPEN FOR EVERYONE ATTENDING

SEMINAR. TYPES OF FINANCING AVAILABLE, WHAT CONSTITUTES  
BANAX3 PROJECT, AND PROCEDURE FOR SECURING LOANS ARE  
ALL RELEVANT TOPICS. IN ADDITION, EMBASSY  
BELIEVES EXIM OFFICIAL SHOULD GIVE PRESENTATION OUT-  
LINING RELEVANT EXIM PROGRAMS.

16. SUBJECTS AND ISSUES FOR NON-MINING SEGMENTS OF SEMINAR

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APPEAR FEWER AND LESS COMPLEX AT LEAST AT THIS STAGE  
OF EMBASSY THINKING. DOCKSIDE BULK HANDLING SEGMENT  
MIGHT INCLUDE FOURTH MINING ISSUE STATED ABOVE (ORE  
TRANSPORTATION) PLUS DISCUSSION OF: (A) VARIOUS  
SYSTEMS AND EQUIPMENT FOR LOADING, UNLOADING, AND  
HANDLING BULK MINERAL, INDUSTRIAL, AND AGRICULTURAL  
CARGOES, AND (B) RELATIVE MERITS, PROBLEMS AND  
POSSIBLE COST SAVINGS OF EACH SYSTEM UNDER GIVEN CONDITIONS.  
SPECIAL ATTENTION SHOULD BE GIVEN TO BUL HANDLING AND  
BAGGING SYSTEMS FOR CEMENT, FERTILIZER, AND RICE IN  
LIGHT OF PLANNED MAJOR GOI INVESTMENTS IN DISTRIBUTION  
SYSTEMS FOR THESE COMMODITIES.

17. FOR PORT/WAREHOUSING SEMINAR SEGMENT FOLLOWING SUBJECTS SHOULD BE INCLUDED: (A) CONTAINERIZATION HANDLING SYSTEMS, (B) REVIEW OF VARIOUS TYPES OF PORT CRANES, STRADDLE CARRIERS, FORK TRUCKS, ETC., AND THEIR RELATIVE MERITS FOR DIFFERENT APPLICATIONS, C) ECONOMICS OF QUALITY VS. PRICE, WITH OBJECTIVE OF UNCLASSIFIED

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DEMONSTRATING LONG-RUN COST SAVINGS INVOLVED IN PURCHASE OF U.S. EQUIPMENT WITH HIGHER INITIAL PRICE TAG THAN JAPANESE OR OTHER FOREIGN PROJECTS (E.G., MAINTENANCE, PERFORMANCE, LIFETIME FACTORS), (D) FCIA AND OTHER EXIM FINANCING PLUS COMMERCIAL LEASING AND OTHER PROGRAMS WHICH HELP OFFSET JAPANESE FINANCING ADVANTAGES, (E) INDONESIAN PORT MECHANIZATION VS. EMPLOYMENT DEBATE--INDONESIA HAS LONG DELAYED MECHANIZING AND CONTAINERIZING ITS PORTS IN ORDER PRESERVE HIGH LEVEL OF PORT EMPLOYMENT, AND WAREHOUSING MECHANIZATION WILL PROBABLY BE DELAYED FOR SIMILAR REASONS; THUS A SOPHISTICATED, DEVELOPMENT-ORIENTED, SOUND COUNTER ARGUMENT TAKING INTO CONSIDERATION MASSIVE INDONESIAN UNDEREMPLOYMENT WOULD BE VERY HELPFUL (POSSIBLE BASIS SUCH ARGUMENT: IMPOSSIBILITY OF MASSING SUFFICIENT LABOR AT SHIPSIDE TO HANDLE CONSTANTLY RISING TONNAGES, RESULTING PORT CONGESTION, LOSS OF FOREIGN EXCHANGE THROUGH DEMURRAGE CHARGES, AND BOTTLENECK TO DEVELOPMENT REST OF ECONOMY WITH CONSEQUENT MAJOR NEGATIVE IMPACT ON COUNTRY'S OVERALL EMPLOYMENT. ALSO LACK OF SKILLS DEVELOPMENT IN PURELY MANUAL LABOR). ARGUMENT ALSO NEEDED ON WAREHOUSING MECHANIZATION--IF ANY ARE VALID--PERHAPS STRESSING TRADE-OFF BETWEEN BUILDING ADDITIONAL LABOR INTENSIVE WAREHOUSES VS. BUYING MORE MACHINES TO INCREASE THROUGHPUT OF EXISTING WAREHOUSES, (F) IMPORTANCE OF SYSTEMS ANALYSIS TO SELECTION OF MATERIALS HANDLING EQUIPMENT FOR PORTS AND WAREHOUSES--HYSTER AND OTHERS HERE HAVE BEEN FRUSTRATED BECAUSE INDONESIANS REJECTED MANUFACTURERS' DESIRE GET "INSIDE" WAREHOUSE SYSTEM TO ANALYSE TOTAL MIX AND INTERFACE OF EQUIPMENT REQUIRED MOST EFFICIENTLY MEET PARTICULAR REQUIREMENTS; HYSTER FELT IT LOST COMPETITIVE EDGE BY BEING FORCED QUOTE "BLIND" ON FIXED NUMBER OF UNITS OF CERTAIN TYPE, THUS MAKING PRICE ALMOST TOTAL CONSIDERATION.

18. IN ADDITION TO BASIC EDUCATIONAL OBJECTIVE OUTLINED ABOVE, EMBASSY HOPES ACHIEVE TWO UNDERLINING OBJECTIVES WHICH MAY INFLUENCE USDOC SELECTION OF SPEAKERS: (A) USE EMBASSY PRESTIGE AND SEMINAR FORMAT TO ASSIST U.S. FIRMS IN GAINING ACCESS TO BUSY INDONESIAN TECHNICIANS AND KEY DECISION MAKERS WHO MIGHT NOT OTHERWISE GIVE FIRMS THEIR



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FULL ATTENTION, AND (B) INCREASE AWARENESS AND UNDERSTANDING BY U.S. FIRMS' HEADQUARTERS PERSONNEL OF UNIQUE REQUIREMENTS AND SERIOUS PROBLEMS ENCOUNTERED IN THIS MARKET AND THEREFORE UNUSUAL LEVEL OF SUPPORT REQUIRED BY THEIR LOCAL STAFF AND AGENTS TO COMPETE HERE. IN SELECTING SPEAKERS, THEREFORE, IT WILL BE IMPORTANT TO CHOOSE INDIVIDUALS WHO HAVE SOME ONGOING OPERATION OR TIE TO INDONESIA WHICH INITIALLY WILL HELP THEM RELATE THEIR COMMENTS IN MEANINGFUL FASHION TO INDONESIA'S UNIQUE ENVIRONMENT AND SECONDLY HELP THEM FOLLOW-THROUGH ON THE CONTACTS MADE HERE. BUT IT WILL BE EQUALLY IMPORTANT TO CHOOSE INDIVIDUALS WHO STILL HAVE ENOUGH TO LEARN ABOUT INDONESIA TO GAIN FROM THE EXPOSURE AND THUS ADD SOMETHING TO THE COMPANY'S KNOWLEDGE. ALL TOO OFTEN FIELD REQUESTS FOR ASSIGNMENT OF AMERICAN STAFF IN-COUNTRY, INVENTORY FINANCING, TECHNICAL SUPPORT TO AGENTS, CONSTRUCTION OF ASSEMBLY FACILITIES, ETC., HAVE FALLEN ON DEAF EARS BACK HOME TO THE ULTIMATE DETRIMENT OF COMPANY SALES. EMBASSY PLANS GIVE INTENSIVE BRIEFINGS TO ALL U.S. PARTICIPANTS AND EXPECTS GIVE-AND-TAKE OF SEMINAR AS WELL AS SIDE VISITS TO OFFER REAL LEARNING OPPORTUNITY FOR U.S. PARTICIPANTS.

19. IN ADDITION TO COMPANIES LISTED VARIOUSLY ABOVE, EMBASSY BELIEVES FOLLOWING MAY WISH PARTICIPATE: FLUOR, DRAVO, KAISER ENGINEERS, GENERAL ELECTRIC (COAL), INGERSOLL RAND, CLARK EQUIPMENT (DRESSER), GENERAL MOTORS, INTERNATIONAL HARVESTER, NORTHWEST ENGINE CO., OUCO MANUFACTURING CO (KANSAS CITY), KENWORTH TRUCKS, ALLIS CHALMERS, WABCO, MCNALLY PITTSBURG, PACECO (CRANES), WASHINGTON IRON WORKS, NATIONAL CRANES, AND EATON YALE TOWNE.  
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